



WSFA
12 East Delano Ave.
Montgomery, AL 36105
(334) 288-1212

www.wsfa.com

And:

Greer, Margolis, & Mitchell
1010 Wisconsin Ave
Suite 800
Washington, DC 20007

CONTRACT

<u>Contract / Revision</u> 1858711 /		<u>Alt Order #</u> 08870837
<u>Product</u> HIGHWAY 31		
<u>Contract Dates</u> 11/30/17 - 12/12/17		<u>Estimate #</u> 6109
<u>Advertiser</u> ISS/Highway 31		<u>Original Date / Revision</u> 11/29/17 / 11/29/17
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> WSFA	<u>Account Executive</u> Ryan Eddins	<u>Sales Office</u> HRP-Washingto
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>Agv Code</u>	<u>Advertiser Code</u> 361	<u>Product 1/2</u> 385
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
N 1	WSFA	12/03/17	12/10/17	WSFA News Sunday AM	9-930a		:30			NM	2	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1				1	\$75.00			
Week:		12/04/17	12/10/17	-----1				1	\$75.00			
N 2	WSFA	11/30/17	12/01/17	NBC Today 2	9-10am		:30			NM	2	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				2	\$250.00			
N 3	WSFA	11/30/17	12/01/17	NBC Today with Kathie Lee	10-11am		:30			NM	2	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				2	\$250.00			
N 4	WSFA	11/30/17	12/01/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	3	\$225.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$75.00			
N 5	WSFA	11/30/17	12/01/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	3	\$225.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$75.00			
N 6	WSFA	11/30/17	12/01/17	WSFA 12 News at Noon	12-1230pm		:30			NM	3	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$250.00			
N 7	WSFA	11/30/17	12/01/17	NET Days of Our Lives	1230-130p		:30			NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				1	\$350.00			
N 8	WSFA	11/30/17	12/01/17	RIGHT THIS MINUTES	130-2p		:30			NM	2	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				2	\$75.00			
N 10	WSFA	11/30/17	12/01/17	JUDGE JUDY 2ND RUN	3-330p		:30			NM	3	\$405.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$135.00			
N 11	WSFA	11/30/17	12/01/17	Today in Alabama 430am	430-5a		:30			NM	2	\$50.00

(* Line Transactions: N = New, E = Edited, D = Deleted)

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<u>Contract / Revision</u>	<u>Alt Order #</u>
1858711 /	08870837

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
11/30/17 - 12/12/17	HIGHWAY 31	6109

<u>Advertiser</u>	<u>Original Date / Revision</u>
ISS/Highway 31	11/29/17 / 11/29/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				2	\$25.00			
N 12	WSFA	11/30/17	12/01/17	JUDGE JUDY 1ST RUN	330-4p		:30			NM	3	\$405.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$135.00			
N 13	WSFA	11/30/17	12/01/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30			NM	3	\$405.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$135.00			
N 14	WSFA	11/30/17	12/01/17	WSFA 12 NEWS AT 4PM	M-F 430-5P		:30			NM	3	\$525.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$175.00			
N 15	WSFA	11/30/17	12/01/17	WSFA 12 News at Five	5-530pm		:30			NM	4	\$1,700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				4	\$425.00			
N 16	WSFA	11/30/17	12/01/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	4	\$3,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				4	\$800.00			
N 17	WSFA	12/02/17	12/09/17	WSFA 12 News at Six-Sat	Sa 6-7pm		:30			NM	2	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1-				1	\$200.00			
Week:		12/04/17	12/10/17	-----1-				1	\$200.00			
N 18	WSFA	12/03/17	12/10/17	WSFA 12 News at Five-Sun	Su 5-530p		:30			NM	2	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1				1	\$225.00			
Week:		12/04/17	12/10/17	-----1				1	\$225.00			
N 19	WSFA	11/30/17	12/01/17	ENTERTAINMENT TONIGHT	630-7p		:30			NM	3	\$1,050.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$350.00			
N 20	WSFA	11/30/17	12/01/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	4	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				4	\$500.00			
N 21	WSFA	12/02/17	12/09/17	WSFA 12 News at Ten - Sat	10-1030pm		:30			NM	2	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1-				1	\$350.00			
Week:		12/04/17	12/10/17	-----1-				1	\$350.00			
N 22	WSFA	11/30/17	12/01/17	Today in Alabama 5am	5-530a		:30			NM	3	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$200.00			
N 23	WSFA	12/03/17	12/10/17	WSFA 12 News at Ten - Sun	10-1030pm		:30			NM	2	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1				1	\$225.00			
Week:		12/04/17	12/10/17	-----1				1	\$225.00			
N 24	WSFA	12/03/17	12/10/17	WSFA 12 NEWS @ 1030P	S1030-11P		:30			NM	2	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1				1	\$225.00			
Week:		12/04/17	12/10/17	-----1				1	\$225.00			
N 25	WSFA	11/30/17	12/01/17	Tonight Show	1035-1137pm		:30			NM	3	\$600.00

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		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$200.00			
N 26	WSFA	11/30/17	12/01/17	Late Night w/ Seth Meyers	1137p-1237x		:30			NM	3	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$50.00			
N 27	WSFA	12/02/17	12/09/17	NET Saturday Night Live	1030p-1203x		:30			NM	2	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1-				1	\$200.00			
Week:		12/04/17	12/10/17	-----1-				1	\$200.00			
N 28	WSFA	12/04/17	12/11/17	the voice	7-9pm		:30			NM	2	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	1-----				1	\$1,500.00			
Week:		12/11/17	12/17/17	1-----				1	\$1,500.00			
N 29	WSFA	12/05/17	12/12/17	This is Us	8-9pm		:30			NM	2	\$10,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	-1-----				1	\$5,000.00			
Week:		12/11/17	12/17/17	-1-----				1	\$5,000.00			
N 30	WSFA	12/05/17	12/12/17	Chicago med	9-10pm		:30			NM	2	\$1,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	-1-----				1	\$800.00			
Week:		12/11/17	12/17/17	-1-----				1	\$800.00			
N 31	WSFA	12/06/17	12/06/17	the blacklist	658-8pm		:30			NM	1	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	--1----				1	\$600.00			
N 32	WSFA	12/06/17	12/06/17	LAW & ORDER:SVU	8-9pm		:30			NM	1	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	--1----				1	\$600.00			
N 33	WSFA	11/30/17	12/01/17	Today in Alabama 530a	528am-6am		:30			NM	3	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$250.00			
N 34	WSFA	12/06/17	12/06/17	CHICAGO PD	9-10pm		:30			NM	1	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	--1----				1	\$800.00			
N 35	WSFA	12/01/17	12/08/17	BLINDSPOT	658-8pm		:30			NM	2	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	----1--				1	\$1,000.00			
Week:		12/04/17	12/10/17	----1--				1	\$1,000.00			
N 36	WSFA	12/01/17	12/08/17	DATeline NBC	810pm		:30			NM	2	\$1,030.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	----1--				1	\$515.00			
Week:		12/04/17	12/10/17	----1--				1	\$515.00			
N 37	WSFA	12/02/17	12/09/17	DATeline SAT NIGHT MUY9-10PM			:30			NM	2	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1-				1	\$300.00			
Week:		12/04/17	12/10/17	-----1-				1	\$300.00			
N 38	WSFA	11/30/17	11/30/17	NET NFL Thursday Game	720-1030p		:30			NM	1	\$1,125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			

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Week:		11/27/17	12/03/17	---1---				1	\$1,125.00			
N 39	WSFA	12/07/17	12/07/17	NET NFL Thursday Game	720-1030p		:30			NM	1	\$2,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	---1---				1	\$2,500.00			
N 40	WSFA	12/03/17	12/03/17	NFL Football	Sun 730P-1030P		:30			NM	1	\$1,125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1				1	\$1,125.00			
N 41	WSFA	12/10/17	12/10/17	NFL Football	Sun 730P-1030P		:30			NM	1	\$1,125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	-----1				1	\$1,125.00			
N 42	WSFA	11/30/17	12/01/17	Today In Alabama	6a-7a		:30			NM	5	\$1,750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				5	\$350.00			
N 43	WSFA	11/30/17	12/01/17	NBC Today Show	7-9am		:30			NM	5	\$1,300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				5	\$260.00			
N 44	WSFA	12/02/17	12/09/17	NBC Saturday Today Show	6-8am		:30			NM	2	\$230.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1-				1	\$115.00			
Week:		12/04/17	12/10/17	-----1-				1	\$115.00			
N 45	WSFA	12/03/17	12/10/17	NET NBC Sunday Today Shc	7-8a		:30			NM	2	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1				1	\$125.00			
Week:		12/04/17	12/10/17	-----1				1	\$125.00			
N 46	WSFA	12/03/17	12/10/17	NET NBC Meet The Press	8-9a		:30			NM	2	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1				1	\$225.00			
Week:		12/04/17	12/10/17	-----1				1	\$225.00			
N 48	WSFA	12/04/17	12/08/17	NBC Today 2	9-10am		:30			NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				1	\$250.00			
N 49	WSFA	12/04/17	12/08/17	NBC Today with Kathie Lee	10-11am		:30			NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				1	\$250.00			
N 50	WSFA	12/04/17	12/08/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	2	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				2	\$75.00			
N 51	WSFA	12/04/17	12/08/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	2	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				2	\$75.00			
N 52	WSFA	12/04/17	12/08/17	WSFA 12 News at Noon	12-1230pm		:30			NM	2	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				2	\$250.00			
N 53	WSFA	12/04/17	12/08/17	NET Days of Our Lives	1230-130p		:30			NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MT-----				1	\$350.00			

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WSFA
12 East Delano Ave.
Montgomery, AL 36105
(334) 288-1212

www.wsfa.com

<u>Contract / Revision</u>	<u>Alt Order #</u>
1858711 /	08870837

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
11/30/17 - 12/12/17	HIGHWAY 31	6109

<u>Advertiser</u>	<u>Original Date / Revision</u>
ISS/Highway 31	11/29/17 / 11/29/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
N 54	WSFA	12/04/17	12/08/17	RIGHT THIS MINUTES	130-2p		:30			NM	2	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 12/04/17	12/10/17	MT-----				2	\$75.00			
N 55	WSFA	12/04/17	12/08/17	HARRY	2-3p		:30			NM	2	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 12/04/17	12/10/17	MT-----				2	\$75.00			
N 56	WSFA	12/04/17	12/08/17	JUDGE JUDY 2ND RUN	3-330p		:30			NM	3	\$405.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 12/04/17	12/10/17	MTW----				3	\$135.00			
N 57	WSFA	12/04/17	12/08/17	Today in Alabama 430am	430-5a		:30			NM	2	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 12/04/17	12/10/17	MTWTF--				2	\$25.00			
N 58	WSFA	12/04/17	12/08/17	JUDGE JUDY 1ST RUN	330-4p		:30			NM	3	\$405.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 12/04/17	12/10/17	MTWTF--				3	\$135.00			
N 59	WSFA	12/04/17	12/08/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30			NM	3	\$405.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 12/04/17	12/10/17	MTWTF--				3	\$135.00			
N 60	WSFA	12/04/17	12/08/17	WSFA 12 NEWS AT 4PM	M-F 430-5P		:30			NM	3	\$525.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 12/04/17	12/10/17	MTW----				3	\$175.00			
N 61	WSFA	12/04/17	12/08/17	WSFA 12 News at Five	5-530pm		:30			NM	3	\$1,275.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 12/04/17	12/10/17	MTW----				3	\$425.00			
N 62	WSFA	12/04/17	12/08/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	3	\$2,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 12/04/17	12/10/17	MTW----				3	\$800.00			
N 63	WSFA	12/04/17	12/08/17	ENTERTAINMENT TONIGHT	630-7p		:30			NM	2	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 12/04/17	12/10/17	MT-----				2	\$350.00			
N 64	WSFA	12/04/17	12/08/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	3	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 12/04/17	12/10/17	MTWTF--				3	\$500.00			
N 65	WSFA	12/04/17	12/08/17	Today in Alabama 5am	5-530a		:30			NM	2	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 12/04/17	12/10/17	MTWTF--				2	\$200.00			
N 66	WSFA	12/04/17	12/08/17	Tonight Show	1035-1137pm		:30			NM	2	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 12/04/17	12/10/17	MTWTF--				2	\$200.00			
N 67	WSFA	12/04/17	12/08/17	Late Night w/ Seth Meyers	1137p-1237x		:30			NM	2	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 12/04/17	12/10/17	MTWTF--				2	\$50.00			
N 68	WSFA	12/04/17	12/08/17	Today In Alabama	6a-7a		:30			NM	3	\$1,050.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 12/04/17	12/10/17	MTWTF--				3	\$350.00			
N 69	WSFA	12/04/17	12/08/17	NBC Today Show	7-9am		:30			NM	3	\$780.00

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(334) 288-1212

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<u>Contract / Revision</u> 1858711 /		<u>Alt Order #</u> 08870837
<u>Contract Dates</u> 11/30/17 - 12/12/17	<u>Product</u> HIGHWAY 31	<u>Estimate #</u> 6109
<u>Advertiser</u> ISS/Highway 31		<u>Original Date / Revision</u> 11/29/17 / 11/29/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				3	\$260.00			
N 70	WSFA	12/04/17	12/08/17	Today in Alabama 530a	528am-6am		:30			NM	3	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				3	\$250.00			
N 71	WSFA	12/11/17	12/12/17	NBC Today 2	9-10am		:30			NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	MT-----				1	\$250.00			
N 72	WSFA	12/11/17	12/12/17	NBC Today with Kathie Lee	10-11am		:30			NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	MT-----				1	\$250.00			
N 73	WSFA	12/11/17	12/12/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	1	\$75.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	MT-----				1	\$75.00			
N 74	WSFA	12/11/17	12/12/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	1	\$75.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	MT-----				1	\$75.00			
N 75	WSFA	12/11/17	12/12/17	WSFA 12 News at Noon	12-1230pm		:30			NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	MT-----				1	\$250.00			
N 76	WSFA	12/11/17	12/11/17	WSFA 12 News at Five	5-530pm		:30			NM	1	\$425.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	1-----				1	\$425.00			
N 77	WSFA	12/11/17	12/11/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	1-----				1	\$800.00			
N 78	WSFA	12/11/17	12/11/17	ENTERTAINMENT TONIGHT	630-7p		:30			NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	1-----				1	\$350.00			
N 79	WSFA	12/11/17	12/11/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	1-----				1	\$500.00			
N 80	WSFA	12/11/17	12/12/17	Today in Alabama 5am	5-530a		:30			NM	1	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	MT-----				1	\$200.00			
N 81	WSFA	12/11/17	12/11/17	Tonight Show	1035-1137pm		:30			NM	1	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	1-----				1	\$200.00			
N 82	WSFA	12/11/17	12/11/17	Late Night w/ Seth Meyers	1137p-1237x		:30			NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	1-----				1	\$50.00			
N 83	WSFA	12/11/17	12/12/17	Today In Alabama	6a-7a		:30			NM	2	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	MT-----				2	\$350.00			
N 84	WSFA	12/11/17	12/12/17	NBC Today Show	7-9am		:30			NM	2	\$520.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	MT-----				2	\$260.00			

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Contract / Revision	Alt Order #
1858711 /	08870837

Contract Dates	Product	Estimate #
11/30/17 - 12/12/17	HIGHWAY 31	6109

Advertiser	Original Date / Revision
ISS/Highway 31	11/29/17 / 11/29/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount																																																																																																																									
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Start Date	End Date	Weekdays	Spots/Week	Rate																																																																																																																																	
Week: 12/11/17	12/17/17	MT-----	2	\$15.00																																																																																																																																	
Totals											181	\$65,575.00																																																																																																																									

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
11/27/17 - 12/12/17	181	\$65,575.00	(\$9,836.25)	\$55,738.75
Totals	181	\$65,575.00	(\$9,836.25)	\$55,738.75

Signature: _____ **Date:** _____

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

The station may utilize various mediums to deliver advertisements to its viewers, including but not limited to, simulcast and/or delayed airings through mobile and internet applications and services. You must notify the station immediately if you do not have rights to your advertisements or any of its components beyond a television broadcast. Without such notice, the station may utilize various mediums beyond the television broadcast to reach its viewers.

This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.

NOV29/17 13.06
*** WSEA-TV ***

	AGENCY ADVERTISER CODE = 361	AGENCY EST# = 6109			
	AGENCY PRODUCT CODE = 385				
1	400A-430A	30	\$15.00	11/30	12/1
	PROGRAM : NBC EARLY TODAY				TH-F
	CON COM1: NBC EARLY TODAY				0
2	900A-930A	30	\$75.00	12/3	12/10
	PROGRAM : TODAY IN ALABAMA				SUN
	CON COM1: TODAY IN ALABAMA				1
3	900A-1000A	30	\$250.00	11/30	12/1
	PROGRAM : MEGHAN KELLEY				TH-F
	CON COM1: MEGHAN KELLEY				2

REP: TEL# 703-528-9387 FAX# 703-516-9680

CREDIT ADVISORY: AGENCY CREDIT RISK !!!

ORDER WORKSHEET

HARRIS REPORT FROM REP

NOV29/17 13.06
*** WSFA-TV ***

REP HEADLINE# 8870837

*** ORIGINAL REV#0 ***

:LINE#	:REP	:CD	:TIME PERIOD	:LGTH	:SEC	:RATE	:START DATE	:END DATE	:SPTS /WK	:WEEK INVT	:DAYS	:TOTL :SPTS
40			730P-1030P	30		\$2,500.00	12/7	12/7	1		THU	1
			PROGRAM : NFL TNF NO-ATL 12/7									
			CON COM1: NFL TNF NO-ATL 12/7									
41			730P-1030P	30		\$1,125.00	12/3	12/3	1		SUN	1
			PROGRAM : NFL SNF PHI-SEA 12/3									
			CON COM1: NFL SNF PHI-SEA 12/3									
42			730P-1030P	30		\$1,125.00	12/10	12/10	1		SUN	1
			PROGRAM : NFL SNF BAL-PIT 12/10									
			CON COM1: NFL SNF BAL-PIT 12/10									
43			600A-700A	30		\$350.00	11/30	12/1	5		TH-F	5
			PROGRAM : TODAY IN ALABAMA									
			CON COM1: TODAY IN ALABAMA									
44			700A-900A	30		\$260.00	11/30	12/1	5		TH-F	5
			PROGRAM : TODAY SHOW									
			CON COM1: TODAY SHOW									
45			600A-800A	30		\$115.00	12/2	12/9	1		SAT	2
			PROGRAM : SATURDAY TODAY SHOW									
			CON COM1: SATURDAY TODAY SHOW									
46			700A-800A	30		\$125.00	12/3	12/10	1		SUN	2
			PROGRAM : SUNDAY TODAY SHOW									
			CON COM1: SUNDAY TODAY SHOW									
47			800A-900A	30		\$225.00	12/3	12/10	1		SUN	2
			PROGRAM : MEET THE PRESS									
			CON COM1: MEET THE PRESS									
48			400A-430A	30		\$15.00	12/4	12/6	2		M-W	2
			PROGRAM : NBC EARLY TODAY									
			CON COM1: NBC EARLY TODAY									

Handwritten signature/initials

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
58			430A-459A	30		\$25.00	12/4	12/8	2	✓	M-F	2
PROGRAM : TODAY IN ALABAMA												
CON COM1: TODAY IN ALABAMA												
59			330P-400P	30		\$135.00	12/4	12/8	3	✓	M-F	3
PROGRAM : JUDGE JUDY												
CON COM1: JUDGE JUDY												
60			400P-430P	30		\$135.00	12/4	12/8	3	✓	M-F	3
PROGRAM : WSFA 12 NEWS AT 4P												
CON COM1: WSFA 12 NEWS AT 4P												
61			430P-500P	30		\$175.00	12/4	12/8	3	✓	M-F	3
PROGRAM : WSFA 12 NEWS AT 4:30P												
CON COM1: WSFA 12 NEWS AT 4:30P												
62			500P-530P	30		\$425.00	12/4	12/8	3	✓	M-F	3
PROGRAM : WSFA 12 NEWS AT 5P												
CON COM1: WSFA 12 NEWS AT 5P												
63			600P-630P	30		\$800.00	12/4	12/8	3		M-F	3
PROGRAM : WSFA 12 NEWS AT 6P												
CON COM1: WSFA 12 NEWS AT 6P												
64			630P-700P	30		\$350.00	12/4	12/8	2		M-F	2
PROGRAM : ENTERTAINMENT TONIGHT												
CON COM1: ENTERTAINMENT TONIGHT												
65			1000P-1035P	30		\$500.00	12/4	12/8	3		M-F	3
PROGRAM : WSFA 12 NEWS AT 10P												
CON COM1: WSFA 12 NEWS AT 10P												
66			500A-530A	30		\$200.00	12/4	12/8	2		M-F	2
PROGRAM : TODAY IN ALABAMA												
CON COM1: TODAY IN ALABAMA												

REP HEADLINE# 8870837 TRF# 1858711 REP: TEL# 703-528-9387 FAX# 703-516-9680
\$\$\$ APPROVED ORIGINAL REV#0 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM STATION NOV29/17 15.16
*** WSFA-TV ***

ADV # ADV. NAME ISS/HIGHWAY 31 REP. # OFF. # SALESMAN #
AGY # AGY. NAME WATERFRONT STRATEGIES BUYER NAME JESSE DEMASTRIE
3050 K STREET NW - SUITE 100 SALES PRSN WA- RYAN EDDINS (H)
WASHINGTON, DC 20007

ORDER # CONTRACT # 8870837 CLASS: NATL. LOCAL REGIONAL
PRDCT HIGHWAY 31 EST#6109 COMMENTS: (LINE, ORDER, INVOICE)
FLIGHT DATES NOV30/17 DEC12/17 WK-2
CITY TAX STATE TAX CO-OP BILLING NEEDED DATE NOV29/17 15.16

REP: NEW ORDER
TTL \$65,575 @ 181X
PLS CONFIRM
THANKS JASMINE FOR RYAN

CON CM ***** THIS IS A CASH IN ADVANCE SCHEDULE *****
HIGHWAY 31, NO SPTS TO AIR ON 12/12 PAST 6P
NOTICE: CHANGES OF THIS ORDER HAVE BEEN APPROVED. CONTRACT SCHEDULED FOR GENERATION
CONTRACT TOTAL 65575.00
TOTAL SPOTS 181

TO BE COMPLETED FOR ALL ISSUE ADVERTISEMENTS

THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

The Sponsor agrees to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, that may ensue from the broadcast of the above-requested advertisement(s). **For the above-stated broadcast(s), the sponsor also agrees to prepare a script, transcript, or tape, which will be delivered to the station at least _____ before the time of the scheduled broadcasts.**

TO BE SIGNED BY ISSUE ADVERTISER (SPONSOR)

11/21/17 *June Denton* 202-338-8700
Date Signature Contact Phone Number

TO BE SIGNED BY STATION REPRESENTATIVE

☐ Accepted

☐ Accepted in Part

☐ Rejected

Signature Printed Name Title

AGREED UPON SCHEDULE

For All Issue Advertisements That Communicate a Message Relating to Any Political Matter of National Importance

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
AS ORDERED					

Attach proposed schedule with charges (if available):

AFTER AIRING OF BROADCASTS:

Attach invoices or Schedule Run Summary to this Form showing:

- (1) actual air time and charges for each spot;
- (2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- (3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

Note: Because the FCC requires that the political file contain the actual time the rate for spots "communicating a political matter of national importance" air, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that and rates for specific spots aired. The FCC's online political files include a folder for "Terms and Disclosures." NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.

AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

Station and Location:	Date:
-----------------------	-------

I, Jesse Demestrie - authorized media buyer
do hereby request station time concerning the following issue:

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
AS ORDERED					

This broadcast time will be used by: Highway 31

**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT
"COMMUNICATES A POLITICAL MATTER OF NATIONAL IMPORTANCE."
FOR ALL OTHER ISSUE ADS, PLEASE GO TO PAGE 3.**

Programming that "communicates a political matter of national importance" includes (1) references to legally qualified candidates (presidential, vice presidential or congressional); (2) any election to Federal office (e.g., any references to "our next senator", "our person in Washington" or "the President"); and (3) a national legislative issue of public importance (e.g., Affordable Care Act, revising the IRS tax code, federal gun control or any federal legislation).

Does the programming (in whole or in part) communicate "a message relating to any political matter of national importance?"

☒ Yes

☐ No

For programming that "communicates a message relating to any political matter of national importance," list the name of the legally qualified candidate(s) the programming refers to, the offices being sought, the date(s) of the election(s) and/or the issue to which the communication refers (if applicable):

Doug Jones - US Senate - 12/12/17

I represent that the payment for the above described broadcast time has been furnished by (name and address):

Highway 31

427 Green Springs Hwy Ste. 161-304
Birmingham, AL 35209

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

Edward Still - Treasurer

For programming that "communicates a message relating to any political matter of national importance," attach Agreed Upon Schedule (Page 5)

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REP HEADLINE# 8870837 TRF# 1858711 REP: TEL# 703-528-9387 FAX# 703-516-9680
\$\$\$ MOD# 0: UNAPPROVED REV #1 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM REP NOV29/17 17.31
*** CHANGES *** ** WSFA-TV ***

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
87	A		730P-1030P	30		\$2,500.00	12/7	12/7	1	✓	THU	1
PROGRAM : NFL: NO VS ATL												
CON COM1: NFL: NO VS ATL												
88	A		630P-730P	30		\$400.00	12/7	12/7	1	✓	THU	1
PROGRAM : FOOTBALL NIGHT IN AMERICA												
CON COM1: FOOTBALL NIGHT IN AMERICA												
89	A		800P-900P	30		\$600.00	12/6	12/6	2	✓	WED	2
PROGRAM : LAW & ORDER												
CON COM1: LAW & ORDER												
90	A		900P-1000P	30		\$225.00	12/9	12/9	2	✓	SAT	2
PROGRAM : SNL PRIME												
CON COM1: SNL PRIME												
91	A		600A-700A	30		\$350.00	12/4	12/8	1	✓	M-F	1
PROGRAM : NEWS												
CON COM1: NEWS												
TATION MAKEGOOD OFFERS:												
M1	UNRESL	BUY#20	MISSED: TH-F/630P-700P									
		BUY#21	TH-F/1000P-1035P									
		BUY#24	SUN/1000P-1030P									
OFFER: NONE												
CMT: PROGRAM CHANGES.												
NOV30 \$350.00 (NOV29/17)												
NOV30 (2/WK) 30S \$500.00												
DEC3 30S \$225.00												

EC/17 65475.00 CONTRACT TOTAL 65475.00
TOTAL SPOTS 187

ARKET TOTALS \$159,939 WSFA 41% WNCF 15% WAKA 43% WCOV 0% CABL 0% WBMM 1% WIYC 0%
ESFA 0% EAKA 0%

CCURATE SHARES

VC- NSI
EMOS- RA35+*

OD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME
-CLASS, PLAN, SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS *-MULTIPLE

REP HEADLINE# 8870837 TRF# 1858711 REP: TEL# 703-528-9387 FAX# 703-516-9680
\$\$\$ MOD# 1: APPROVED REV #0 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM STATION NOV30/17 09.46
*** CHANGES *** ** WSFA-TV ***

ADV # ADV. NAME ISS/HIGHWAY 31 REP.# OFF.# SALESMAN #
AGY # AGY. NAME WATERFRONT STRATEGIES BUYER NAME JESSE DEMASTRIE
3050 K STREET NW - SUITE 100 SALES PRSN WA- RYAN EDDINS (H)
WASHINGTON, DC 20007

ORDER # CONTRACT # 8870837 CLASS: NATL. LOCAL REGIONAL
PRDCT HIGHWAY 31 EST#6109 COMMENTS: (LINE, ORDER, INVOICE)
FLIGHT DATES NOV30/17 DEC12/17 WK-2

CITY TAX STATE TAX CO-OP BILLING NEEDED DATE NOV30/17 09.46

TA:

ON CM ***** THIS IS A CASH IN ADVANCE SCHEDULE *****

HIGHWAY 31, NO SPTS TO AIR ON 12/12 PAST 6P

O BUYS TO PRINT

TATION MAKEGOOD OFFERS:

M2 UNRESL BUY#20	MISSED: TH-F/630P-700P	NOV30	30S	\$350.00	(NOV30/17)
BUY#21	TH-F/1000P-1035P	NOV30 (2/WK)	30S	\$500.00	
BUY#24	SUN/1000P-1030P	DEC3 DEC10	30S	\$225.00	
BUY#26	TH-F/1035P-1135P	NOV30	30S	\$200.00	
BUY#27	TH-F/1135P-1235A	NOV30 (2/WK)	30S	\$50.00	
BUY#32	WED/700P-800P	DEC6	30S	\$600.00	
BUY#38	SAT/900P-1000P	DEC2	30S	\$300.00	
	OFFER: THU/630P-730P	NOV30	30S	\$500.00	PLS ADVISE.
	& M-F/600P-630P	DEC4 (2/WK)	30S	\$800.00	
	& WED/700P-800P	DEC6	30S	\$600.00	
	& SAT/900P-1000P	DEC2	30S	\$300.00	
	CMT: NA DUE TO PROGRAM CHANGES.	PLEASE CONFIRM.	THANKS, DENICE		

M3 UNRESL BUY#30	MISSED: TUE/800P-900P	DEC5	30S	\$5,000.00	(NOV30/17)
	OFFER: SUN/715P-1100P	DEC3	30S	\$1,125.00	PLS ADVISE.
	& MON/700P-900P	DEC4	30S	\$1,500.00	
	& TUE/700P-800P	DEC5	30S	\$1,350.00	
	& FRI/800P-1000P	DEC1	30S	\$515.00	
	& FRI/800P-1000P	DEC1	30S	\$510.00	
	CMT: NA DUE TO PROGRAM CHANGE.	PLEASE CONFIRM.	THANKS, DENICE		

EC/17 65475.00 CONTRACT TOTAL 65475.00
TOTAL SPOTS 187

REP HEADLINE# 8870837 TRF# 1858711 REP: TEL# 703-528-9387 FAX# 703-516-9680
\$\$\$ MOD# 1: APPROVED REV #0 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM STATION NOV30/17 09.46
*** CHANGES *** ** WSFA-TV ***

MARKET TOTALS \$159,939 WSFA 41% WNCN 15% WAKA 43% WCOV 0% CABL 0% WBMM 1% WIYC 0%
ESFA 0% EAKA 0%

ACCURATE SHARES
BVC- NSI
DEMOS- RA35+*

REP: TEL# 703-528-9387 FAX# 703-516-9680
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM STATION NOV29/17 17.46
\$\$\$ MOD# 0: APPROVED REV #1 \$\$\$ *** WSFA-TV ***

EP HEADLINE# 8870837 TRF# 1858711
ADV # ADV. NAME ISS/HIGHWAY 31 REP. # OFF. # SALESMAN #
AGY # AGY. NAME WATERFRONT STRATEGIES BUYER NAME JESSE DEMASTRIE
3050 K STREET NW - SUITE 100 SALES PRSN WA- RYAN EDDINS (H)
WASHINGTON, DC 20007

ORDER # CONTRACT # 8870837 CLASS: NATL. LOCAL REGIONAL
PRDCT HIGHWAY 31 EST#6109 COMMENTS: (LINE, ORDER, INVOICE)
FLIGHT DATES NOV30/17 DEC12/17 WK-2
CITY TAX STATE TAX CO-OP BILLING NEEDED DATE NOV29/17 17.46

EP: REVISED ORDER
CANX 1X IN LINE 30
ADDED LINES 87-91
PREVIOUS TTL \$65,575
REVISED TTL, \$65,475
\$100 LEFT TO MG
PLS CONFIRM
THANKS JASMINE FOR RYAN

TA:
ON CM ***** THIS IS A CASH IN ADVANCE SCHEDULE *****

HIGHWAY 31, NO SPTS TO AIR ON 12/12 PAST 6P
OTICE: CHANGES OF THIS ORDER HAVE BEEN APPROVED. CONTRACT SCHEDULED FOR GENERATION
CONTRACT TOTAL 65475.00
TOTAL SPOTS 187

REP HEADLINE# 8870837 TRF# 1858711 REP: TEL# 703-528-9387 FAX# 703-516-9680
\$\$\$ MOD# 1: APPROVED REV #0 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM STATION NOV30/17 11.42
CHANGES ** WSFA-TV ***

ADV # _____ ADV. NAME ISS/HIGHWAY 31 REP. # _____ OFF. # _____ SALESMAN # _____
AGY # _____ AGY. NAME WATERFRONT STRATEGIES BUYER NAME JESSE DEMASTRIE
3050 K STREET NW - SUITE 100 SALES PRSN WA- RYAN EDDINS (H)
WASHINGTON, DC 20007

ORDER # _____ CONTRACT # 8870837 CLASS: NATL. LOCAL REGIONAL
PRDCT HIGHWAY 31 EST#6109 COMMENTS: (LINE, ORDER, INVOICE)
FLIGHT DATES NOV30/17 DEC12/17 WK-2
CITY TAX _____ STATE TAX _____ CO-OP BILLING NEEDED _____ DATE NOV30/17 11.42

TA: ***** THIS IS A CASH IN ADVANCE SCHEDULE *****
ON CM HIGHWAY 31, NO SPTS TO AIR ON 12/12 PAST 6P
TO BUYS TO PRINT
TATION MAKEGOOD OFFERS:
M2 UNRESL BUY#20 MISSED:TH-F/630P-700P NOV30 30S \$350.00 (NOV30/17)
BUY#21 TH-F/1000P-1035P NOV30 30S \$500.00
BUY#24 SUN/1000P-1030P DEC3 DEC10 30S \$225.00
BUY#26 TH-F/1035P-1135P NOV30 30S \$200.00
BUY#27 TH-F/1135P-1235A NOV30 (2/WK) 30S \$50.00
BUY#32 WED/700P-800P DEC6 30S \$600.00
BUY#38 SAT/900P-1000P DEC2 30S \$300.00
OFFER:THU/630P-730P NOV30 30S \$500.00 PLS ADVISE.
& M-F/600P-630P DEC4 (2/WK) 30S \$800.00
& SAT/900P-1000P DEC2 30S \$300.00
& MON/900P-1000P DEC4 30S \$600.00
CMT:11/30 REVISED OFFER. NA DUE TO PROGRAM CHANGES. PLEASE CONFIRM.
CMT:THANKS, DENICE

M3 UNRESL BUY#30 MISSED:TUE/800P-900P DEC5 30S \$5,000.00 (NOV30/17)
OFFER:SUN/715P-1100P DEC3 30S \$1,125.00 PLS ADVISE.
& MON/700P-900P DEC4 30S \$1,500.00
& TUE/700P-800P DEC5 30S \$1,350.00
& FRI/800P-1000P DEC1 30S \$515.00
& FRI/800P-1000P DEC1 30S \$510.00
CMT:NA DUE TO PROGRAM CHANGE. PLEASE CONFIRM. THANKS, DENICE

EC/17 65475.00 CONTRACT TOTAL 65475.00
TOTAL SPOTS 187

REP HEADLINE# 8870837 TRF# 1858711 REP: TEL# 703-528-9387 FAX# 703-516-9680
\$\$\$ MOD# 1: APPROVED REV #0 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM STATION NOV30/17 11.42
MARKET TOTALS \$159,939 WSFA 41% WNCF 15% WAKA 43% WCOV 0% CABL 0% WMMM 1% WIYC 0%
ESFA 0% EAKA 0%
*** CHANGES *** ** WSFA-TV ***

ACCURATE SHARES

SVC- NSI
DEMOS- RA35+*

THIS IS A REPLACEMENT FOR N/A SPOT ON DEC6 ON LINE-32 FOR 1 SPOT/WK
THIS IS A REPLACEMENT FOR N/A SPOT ON DEC2 ON LINE-38 FOR 1 SPOT/WK

93 A 600P-630P 30 \$800.00 12/4 12/8 2 M-F 2

PROGRAM : WSFA M-F 6P NEWS
ORD COM1: 11/30 REVISED OFFER. NA DUE TO PROGRAM CHANGES. PLEASE CONFIRM.
ORD COM2: THANKS, DENICE
PART OF A MAKEGOOD MADE UP OF LINES 92-95

94 A 900P-1000P 30 \$300.00 12/2 12/2 1 SAT 1

PROGRAM : SATURDAY NIGHT LIVE
ORD COM1: 11/30 REVISED OFFER. NA DUE TO PROGRAM CHANGES. PLEASE CONFIRM.
ORD COM2: THANKS, DENICE
PART OF A MAKEGOOD MADE UP OF LINES 92-95

95 A 900P-1000P 30 \$600.00 12/4 12/4 1 MON 1

PROGRAM : THE WALL
ORD COM1: 11/30 REVISED OFFER. NA DUE TO PROGRAM CHANGES. PLEASE CONFIRM.
ORD COM2: THANKS, DENICE
PART OF A MAKEGOOD MADE UP OF LINES 92-95

21 S 1000P-1035P 30 \$500.00 11/30 12/1 2 TH-F 2

PROGRAM : WSFA 12 NEWS AT 10P
CON COM1: WSFA 12 NEWS AT 10P

24 S 1000P-1030P 30 \$225.00 12/3 12/10 0 SUN 0

PROGRAM : WSFA 12 NEWS AT 10P SUN
CON COM1: WSFA 12 NEWS AT 10P SUN

26 S 1035P-1135P 30 \$200.00 11/30 12/1 2 TH-F 2

PROGRAM : THE TONIGHT SHOW W JIMMY FALLON
CON COM1: THE TONIGHT SHOW W JIMMY FALLON

27 S 1135P-1235A 30 \$50.00 11/30 12/1 1 TH-F 1

PROGRAM : LATE NIGHT W SETH MYERS
CON COM1: LATE NIGHT W SETH MYERS

30 S 800P-900P 30 \$5,000.00 12/5 12/5 0 TUE 0

PROGRAM : THIS IS US-FALL
CON COM1: THIS IS US-FALL

96 A 715P-1100P 30 \$1,125.00 12/3 12/3 1 SUN 1

PROGRAM : SUNDAY NFL FOOTBALL
ORD COM1: NA DUE TO PROGRAM CHANGE. PLEASE CONFIRM. THANKS, DENICE
THIS IS A MAKE-GOOD FOR DECS ON LINE-30 FOR 1 SPOT/WK

REP: TEL# 703-528-9387 FAX# 703-516-9680
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM STATION NOV30/17 13.08 *** WSFA-TV ***

EP HEADLINE# 8870837 TRF# 1858711
\$\$\$ MOD# 1: APPROVED REV #1 \$\$\$

ADV # ADV. NAME ISS/HIGHWAY 31 REP.# OFF.# SALESMAN #
AGY # AGY. NAME WATERFRONT STRATEGIES BUYER NAME JESSE DEMASTRIE

3050 K STREET NW - SUITE 100 SALES PRSN WA- RYAN EDDINS (H)
WASHINGTON, DC 20007

ORDER # CONTRACT # 8870837 CLASS: NATL. LOCAL REGIONAL
PRDCT HIGHWAY 31 EST#6109 COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES NOV30/17 DEC12/17 WK-2
CITY TAX STATE TAX CO-OP BILLING NEEDED DATE NOV30/17 13.08

EP: REVISED ORDER
M2-3 OKD AS LINES 92-100
TTL SAME, \$65,475
PLS CONFIRM
THANKS JASMINE FOR RYAN

TA: ***** THIS IS A CASH IN ADVANCE SCHEDULE *****

ON CM HIGHWAY 31, NO SPTS TO AIR ON 12/12 PAST 6P
OTICE: CHANGES OF THIS ORDER HAVE BEEN APPROVED. CONTRACT SCHEDULED FOR GENERATION

TATION MAKEGOOD OFFERS:
M2 OK'D BUY#20 MISSED: TH-F/630P-700P NOV30 30S \$350.00 (NOV30/17)
BUY#21 TH-F/1000P-1035P NOV30 (2/WK) 30S \$500.00
BUY#24 SUN/1000P-1030P DEC3 DEC10 30S \$225.00
BUY#26 TH-F/1035P-1135P NOV30 30S \$200.00
BUY#27 TH-F/1135P-1235A NOV30 (2/WK) 30S \$50.00
BUY#32 WED/700P-800P DEC6 30S \$600.00
BUY#38 SAT/900P-1000P DEC2 30S \$300.00
OFFER: THU/630P-730P NOV30 30S \$500.00 PLS ADVISE.
& M-F/600P-630P DEC4 (2/WK) 30S \$800.00
& SAT/900P-1000P DEC2 30S \$300.00
& MON/900P-1000P DEC4 30S \$600.00
CMT: 11/30 REVISED OFFER. NA DUE TO PROGRAM CHANGES. PLEASE CONFIRM.
CMT: THANKS, DENICE

M3 OK'D BUY#30 MISSED: TUE/800P-900P DEC5 30S \$5,000.00 (NOV30/17)
OFFER: SUN/715P-1100P DEC3 30S \$1,125.00 PLS ADVISE.
& MON/700P-900P DEC4 30S \$1,500.00
& TUE/700P-800P DEC5 30S \$1,350.00
& FRI/800P-1000P DEC1 30S \$515.00
& FRI/800P-1000P DEC1 30S \$510.00
CMT: NA DUE TO PROGRAM CHANGE. PLEASE CONFIRM. THANKS, DENICE

REP HEADLINE# 8870837 TRF# 1858711 REP: TEL# 703-528-9387 FAX# 703-516-9680
\$\$ MOD# 1: APPROVED REV #1 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !!! NOV30/17 13.08
ORDER WORKSHEET HARRIS REPORT FROM STATION *** WFA-TV ***
CONTRACT TOTAL 65475.00
TOTAL SPOTS 186



WSFA
12 East Delano Ave.
Montgomery, AL 36105
(334) 288-1212

www.wsfa.com

And:

Greer, Margolis, & Mitchell
1010 Wisconsin Ave
Suite 800
Washington, DC 20007

CONTRACT

<u>Contract / Revision</u> 1858711 /		<u>Alt Order #</u> 08870837
<u>Product</u> HIGHWAY 31		
<u>Contract Dates</u> 11/30/17 - 12/12/17		<u>Estimate #</u> 6109
<u>Advertiser</u> ISS/Highway 31		<u>Original Date / Revision</u> 12/04/17 / 12/04/17
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> WSFA	<u>Account Executive</u> Ryan Eddins	<u>Sales Office</u> HRP-Washingto
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>Agency Code</u>	<u>Advertiser Code</u> 361	<u>Product 1/2</u> 385
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
1	WSFA	12/03/17	12/10/17	WSFA News Sunday AM	9-930a		:30			NM	2	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1				1	\$75.00			
Week:		12/04/17	12/10/17	-----1				1	\$75.00			
2	WSFA	11/30/17	12/01/17	NBC Today 2	9-10am		:30			NM	2	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				2	\$250.00			
3	WSFA	11/30/17	12/01/17	NBC Today with Kathie Lee	10-11am		:30			NM	2	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				2	\$250.00			
4	WSFA	11/30/17	12/01/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	3	\$225.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$75.00			
5	WSFA	11/30/17	12/01/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	3	\$225.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$75.00			
6	WSFA	11/30/17	12/01/17	WSFA 12 News at Noon	12-1230pm		:30			NM	3	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$250.00			
7	WSFA	11/30/17	12/01/17	NET Days of Our Lives	1230-130p		:30			NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				1	\$350.00			
8	WSFA	11/30/17	12/01/17	RIGHT THIS MINUTES	130-2p		:30			NM	2	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				2	\$75.00			
10	WSFA	11/30/17	12/01/17	JUDGE JUDY 2ND RUN	3-330p		:30			NM	3	\$405.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$135.00			
11	WSFA	11/30/17	12/01/17	Today in Alabama 430am	430-5a		:30			NM	2	\$50.00

(* Line Transactions: N = New, E = Edited, D = Deleted)

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Montgomery, AL 36105
(334) 288-1212

www.wsfa.com

Contract / Revision	Alt Order #
1858711 /	08870837

Contract Dates	Product	Estimate #
11/30/17 - 12/12/17	HIGHWAY 31	6109

Advertiser	Original Date / Revision
ISS/Highway 31	12/04/17 / 12/04/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				2	\$25.00			
12	WSFA	11/30/17	12/01/17	JUDGE JUDY 1ST RUN	330-4p		:30			NM	3	\$405.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$135.00			
13	WSFA	11/30/17	12/01/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30			NM	3	\$405.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$135.00			
14	WSFA	11/30/17	12/01/17	WSFA 12 NEWS AT 4PM	M-F 430-5P		:30			NM	3	\$525.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$175.00			
15	WSFA	11/30/17	12/01/17	WSFA 12 News at Five	5-530pm		:30			NM	4	\$1,700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				4	\$425.00			
16	WSFA	11/30/17	12/01/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	4	\$3,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				4	\$800.00			
17	WSFA	12/02/17	12/09/17	WSFA 12 News at Six-Sat	Sa 6-7pm		:30			NM	2	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1-				1	\$200.00			
Week:		12/04/17	12/10/17	-----1-				1	\$200.00			
18	WSFA	12/03/17	12/10/17	WSFA 12 News at Five-Sun	Su 5-530p		:30			NM	2	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1				1	\$225.00			
Week:		12/04/17	12/10/17	-----1				1	\$225.00			
19	WSFA	11/30/17	12/01/17	ENTERTAINMENT TONIGHT	1630-7p		:30			NM	2	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$350.00			
		<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>	<u>Rate</u>	<u>Type</u>		
		1	WSFA	11/27/17-12/03/17	ENTERTAINMENT TONIGHT	1630-7p	----ThF----	:30	\$350.00	NM		
		Credited										
20	WSFA	11/30/17	12/01/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	2	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				4	\$500.00			
		<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>	<u>Rate</u>	<u>Type</u>		
		1	WSFA	11/27/17-12/03/17	WSFA 12 News at Ten - MF	10-1035pm	----ThF----	:30	\$500.00	NM		
		Credited										
		3	WSFA	11/27/17-12/03/17	WSFA 12 News at Ten - MF	10-1035pm	----ThF----	:30	\$500.00	NM		
		Credited										
21	WSFA	12/02/17	12/09/17	WSFA 12 News at Ten - Sat	10-1030pm		:30			NM	2	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1-				1	\$350.00			
Week:		12/04/17	12/10/17	-----1-				1	\$350.00			
22	WSFA	11/30/17	12/01/17	Today in Alabama 5am	5-530a		:30			NM	3	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$200.00			
23	WSFA	12/03/17	12/10/17	WSFA 12 News at Ten - Sun	10-1030pm		:30			NM	0	\$0.00

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Contract / Revision	Alt Order #
1858711 /	08870837

Contract Dates	Product	Estimate #
11/30/17 - 12/12/17	HIGHWAY 31	6109

Advertiser	Original Date / Revision
ISS/Highway 31	12/04/17 / 12/04/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1				1	\$225.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	11/27/17-12/03/17	WSFA 12 News at Ten - Sun 10-1030pm	10-1030pm	-----Su	:30		\$225.00	NM		
Credited												
Week:		12/04/17	12/10/17	-----1				1	\$225.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	2	WSFA	12/04/17-12/10/17	WSFA 12 News at Ten - Sun 10-1030pm	10-1030pm	-----Su	:30		\$225.00	NM		
Credited												
24	WSFA	12/03/17	12/10/17	Late News	1030p-11P		:30			NM	2	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1				1	\$225.00			
Week:		12/04/17	12/10/17	-----1				1	\$225.00			
25	WSFA	11/30/17	12/01/17	Tonight Show	1035-1137pm		:30			NM	2	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$200.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	11/27/17-12/03/17	Tonight Show	1035-1137pm	----ThF----	:30		\$200.00	NM		
Credited												
26	WSFA	11/30/17	12/01/17	Late Night w/ Seth Meyers	1137p-1237x		:30			NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$50.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	11/27/17-12/03/17	Late Night w/ Seth Meyers	1137p-1237x	----ThF----	:30		\$50.00	NM		
Credited												
	3	WSFA	11/27/17-12/03/17	Late Night w/ Seth Meyers	1137p-1237x	----ThF----	:30		\$50.00	NM		
Credited												
27	WSFA	12/02/17	12/09/17	NET Saturday Night Live	1030p-1203x		:30			NM	2	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1-				1	\$200.00			
Week:		12/04/17	12/10/17	-----1-				1	\$200.00			
28	WSFA	12/04/17	12/11/17	the voice	7-9pm		:30			NM	2	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	1-----				1	\$1,500.00			
Week:		12/11/17	12/17/17	1-----				1	\$1,500.00			
29	WSFA	12/05/17	12/12/17	This is Us	8-9pm		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	-1-----				1	\$5,000.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	12/04/17-12/10/17	This is Us	8-9pm	-Tu-----	:30		\$5,000.00	NM		
Credited												
Week:		12/11/17	12/17/17	-----				0	\$0.00			
30	WSFA	12/05/17	12/12/17	Chicago med	9-10pm		:30			NM	2	\$1,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	-1-----				1	\$800.00			
Week:		12/11/17	12/17/17	-1-----				1	\$800.00			
31	WSFA	12/06/17	12/06/17	the blacklist	658-8pm		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			

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1858711 /	08870837

Contract Dates	Product	Estimate #
11/30/17 - 12/12/17	HIGHWAY 31	6109

Advertiser	Original Date / Revision
ISS/Highway 31	12/04/17 / 12/04/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
<div><div><div><div><div><div><u>Start Date</u></div><div><u>End Date</u></div></div><div><div><u>Weekdays</u></div><div><u>Spots/Week</u></div></div><div><div><u>Rate</u></div></div></div></div><div>Week: 12/04/1712/10/17--1----1\$600.00</div></div></div>												
<div><div><div><div><div><div><u>Spot</u></div><div><u>Ch</u></div></div><div><div><u>Date Range</u></div><div><u>Description</u></div></div><div><div><u>Start/End Time</u></div><div><u>Weekdays</u></div><div><u>Length</u></div><div><u>Rate</u></div><div><u>Type</u></div></div></div></div><div>1WSFA12/04/17-12/10/17the blacklist658-8pm---W-----:30\$600.00NM</div><div>Credited</div></div></div>												
32	WSFA	12/06/17	12/06/17	LAW & ORDER:SVU	8-9pm		:30			NM	1	\$600.00
<div><div><div><div><div><div><u>Start Date</u></div><div><u>End Date</u></div></div><div><div><u>Weekdays</u></div><div><u>Spots/Week</u></div></div><div><div><u>Rate</u></div></div></div></div><div>Week: 12/04/1712/10/17--1----1\$600.00</div></div></div>												
33	WSFA	11/30/17	12/01/17	Today in Alabama 530a	528am-6am		:30			NM	3	\$750.00
<div><div><div><div><div><div><u>Start Date</u></div><div><u>End Date</u></div></div><div><div><u>Weekdays</u></div><div><u>Spots/Week</u></div></div><div><div><u>Rate</u></div></div></div></div><div>Week: 11/27/1712/03/17---TF--3\$250.00</div></div></div>												
34	WSFA	12/06/17	12/06/17	CHICAGO PD	9-10pm		:30			NM	1	\$800.00
<div><div><div><div><div><div><u>Start Date</u></div><div><u>End Date</u></div></div><div><div><u>Weekdays</u></div><div><u>Spots/Week</u></div></div><div><div><u>Rate</u></div></div></div></div><div>Week: 12/04/1712/10/17--1----1\$800.00</div></div></div>												
35	WSFA	12/01/17	12/08/17	BLINDSPOT	658-8pm		:30			NM	2	\$2,000.00
<div><div><div><div><div><div><u>Start Date</u></div><div><u>End Date</u></div></div><div><div><u>Weekdays</u></div><div><u>Spots/Week</u></div></div><div><div><u>Rate</u></div></div></div></div><div>Week: 11/27/1712/03/17----1--1\$1,000.00</div><div>Week: 12/04/1712/10/17----1--1\$1,000.00</div></div></div>												
36	WSFA	12/01/17	12/08/17	DATELINE NBC	810pm		:30			NM	2	\$1,030.00
<div><div><div><div><div><div><u>Start Date</u></div><div><u>End Date</u></div></div><div><div><u>Weekdays</u></div><div><u>Spots/Week</u></div></div><div><div><u>Rate</u></div></div></div></div><div>Week: 11/27/1712/03/17----1--1\$515.00</div><div>Week: 12/04/1712/10/17----1--1\$515.00</div></div></div>												
37	WSFA	12/02/17	12/09/17	DATELINE SAT NIGHT MUY9-10PM			:30			NM	1	\$300.00
<div><div><div><div><div><div><u>Start Date</u></div><div><u>End Date</u></div></div><div><div><u>Weekdays</u></div><div><u>Spots/Week</u></div></div><div><div><u>Rate</u></div></div></div></div><div>Week: 11/27/1712/03/17-----1-1\$300.00</div></div></div>												
<div><div><div><div><div><div><u>Spot</u></div><div><u>Ch</u></div></div><div><div><u>Date Range</u></div><div><u>Description</u></div></div><div><div><u>Start/End Time</u></div><div><u>Weekdays</u></div><div><u>Length</u></div><div><u>Rate</u></div><div><u>Type</u></div></div></div></div><div>1WSFA11/27/17-12/03/17DATELINE SAT NIGHT MUY9-10PM-----Sa--:30\$300.00NM</div><div>Credited</div></div></div>												
<div><div><div><div><div><div><u>Start Date</u></div><div><u>End Date</u></div></div><div><div><u>Weekdays</u></div><div><u>Spots/Week</u></div></div><div><div><u>Rate</u></div></div></div></div><div>Week: 12/04/1712/10/17-----1-1\$300.00</div></div></div>												
38	WSFA	11/30/17	11/30/17	NET NFL Thursday Game	720-1030p		:30			NM	1	\$1,125.00
<div><div><div><div><div><div><u>Start Date</u></div><div><u>End Date</u></div></div><div><div><u>Weekdays</u></div><div><u>Spots/Week</u></div></div><div><div><u>Rate</u></div></div></div></div><div>Week: 11/27/1712/03/17---1---1\$1,125.00</div></div></div>												
39	WSFA	12/07/17	12/07/17	NET NFL Thursday Game	720-1030p		:30			NM	1	\$2,500.00
<div><div><div><div><div><div><u>Start Date</u></div><div><u>End Date</u></div></div><div><div><u>Weekdays</u></div><div><u>Spots/Week</u></div></div><div><div><u>Rate</u></div></div></div></div><div>Week: 12/04/1712/10/17---1---1\$2,500.00</div></div></div>												
40	WSFA	12/03/17	12/03/17	NFL Football	Sun 730P-1030P		:30			NM	1	\$1,125.00
<div><div><div><div><div><div><u>Start Date</u></div><div><u>End Date</u></div></div><div><div><u>Weekdays</u></div><div><u>Spots/Week</u></div></div><div><div><u>Rate</u></div></div></div></div><div>Week: 11/27/1712/03/17-----11\$1,125.00</div></div></div>												
41	WSFA	12/10/17	12/10/17	NFL Football	Sun 730P-1030P		:30			NM	1	\$1,125.00
<div><div><div><div><div><div><u>Start Date</u></div><div><u>End Date</u></div></div><div><div><u>Weekdays</u></div><div><u>Spots/Week</u></div></div><div><div><u>Rate</u></div></div></div></div><div>Week: 12/04/1712/10/17-----11\$1,125.00</div></div></div>												
42	WSFA	11/30/17	12/01/17	Today In Alabama	6a-7a		:30			NM	5	\$1,750.00
<div><div><div><div><div><div><u>Start Date</u></div><div><u>End Date</u></div></div><div><div><u>Weekdays</u></div><div><u>Spots/Week</u></div></div><div><div><u>Rate</u></div></div></div></div><div>Week: 11/27/1712/03/17---TF--5\$350.00</div></div></div>												
43	WSFA	11/30/17	12/01/17	NBC Today Show	7-9am		:30			NM	5	\$1,300.00
<div><div><div><div><div><div><u>Start Date</u></div><div><u>End Date</u></div></div><div><div><u>Weekdays</u></div><div><u>Spots/Week</u></div></div><div><div><u>Rate</u></div></div></div></div><div>Week: 11/27/1712/03/17---TF--5\$260.00</div></div></div>												

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Montgomery, AL 36105
(334) 288-1212

www.wsfa.com

Contract / Revision	Alt Order #
1858711 /	08870837

Contract Dates	Product	Estimate #
11/30/17 - 12/12/17	HIGHWAY 31	6109

Advertiser	Original Date / Revision
ISS/Highway 31	12/04/17 / 12/04/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
44	WSFA	12/02/17	12/09/17	NBC Saturday Today Show	6-8am		:30			NM	2	\$230.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 11/27/17	12/03/17	-----1-				1	\$115.00			
		Week: 12/04/17	12/10/17	-----1-				1	\$115.00			
45	WSFA	12/03/17	12/10/17	NET NBC Sunday Today Shc	7-8a		:30			NM	2	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 11/27/17	12/03/17	-----1				1	\$125.00			
		Week: 12/04/17	12/10/17	-----1				1	\$125.00			
46	WSFA	12/03/17	12/10/17	NET NBC Meet The Press	8-9a		:30			NM	2	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 11/27/17	12/03/17	-----1				1	\$225.00			
		Week: 12/04/17	12/10/17	-----1				1	\$225.00			
48	WSFA	12/04/17	12/08/17	NBC Today 2	9-10am		:30			NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 12/04/17	12/10/17	MTWTF--				1	\$250.00			
49	WSFA	12/04/17	12/08/17	NBC Today with Kathie Lee	10-11am		:30			NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 12/04/17	12/10/17	MTWTF--				1	\$250.00			
50	WSFA	12/04/17	12/08/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	2	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 12/04/17	12/10/17	MTWTF--				2	\$75.00			
51	WSFA	12/04/17	12/08/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	2	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 12/04/17	12/10/17	MTWTF--				2	\$75.00			
52	WSFA	12/04/17	12/08/17	WSFA 12 News at Noon	12-1230pm		:30			NM	2	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 12/04/17	12/10/17	MTWTF--				2	\$250.00			
53	WSFA	12/04/17	12/08/17	NET Days of Our Lives	1230-130p		:30			NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 12/04/17	12/10/17	MT-----				1	\$350.00			
54	WSFA	12/04/17	12/08/17	RIGHT THIS MINUTES	130-2p		:30			NM	2	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 12/04/17	12/10/17	MT-----				2	\$75.00			
55	WSFA	12/04/17	12/08/17	HARRY	2-3p		:30			NM	2	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 12/04/17	12/10/17	MT-----				2	\$75.00			
56	WSFA	12/04/17	12/08/17	JUDGE JUDY 2ND RUN	3-330p		:30			NM	3	\$405.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 12/04/17	12/10/17	MTW----				3	\$135.00			
57	WSFA	12/04/17	12/08/17	Today in Alabama 430am	430-5a		:30			NM	2	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 12/04/17	12/10/17	MTWTF--				2	\$25.00			
58	WSFA	12/04/17	12/08/17	JUDGE JUDY 1ST RUN	330-4p		:30			NM	3	\$405.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 12/04/17	12/10/17	MTWTF--				3	\$135.00			
59	WSFA	12/04/17	12/08/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30			NM	3	\$405.00

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Contract / Revision	Alt Order #
1858711 /	08870837

Contract Dates	Product	Estimate #
11/30/17 - 12/12/17	HIGHWAY 31	6109

Advertiser	Original Date / Revision
ISS/Highway 31	12/04/17 / 12/04/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				3	\$135.00			
60	WSFA	12/04/17	12/08/17	WSFA 12 NEWS AT 4PM	M-F 430-5P		:30			NM	3	\$525.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTW----				3	\$175.00			
61	WSFA	12/04/17	12/08/17	WSFA 12 News at Five	5-530pm		:30			NM	3	\$1,275.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTW----				3	\$425.00			
62	WSFA	12/04/17	12/08/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	3	\$2,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTW----				3	\$800.00			
63	WSFA	12/04/17	12/08/17	ENTERTAINMENT TONIGHT	630-7p		:30			NM	2	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MT-----				2	\$350.00			
64	WSFA	12/04/17	12/08/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	3	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				3	\$500.00			
65	WSFA	12/04/17	12/08/17	Today in Alabama 5am	5-530a		:30			NM	2	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				2	\$200.00			
66	WSFA	12/04/17	12/08/17	Tonight Show	1035-1137pm		:30			NM	2	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				2	\$200.00			
67	WSFA	12/04/17	12/08/17	Late Night w/ Seth Meyers	1137p-1237x		:30			NM	2	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				2	\$50.00			
68	WSFA	12/04/17	12/08/17	Today In Alabama	6a-7a		:30			NM	3	\$1,050.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				3	\$350.00			
69	WSFA	12/04/17	12/08/17	NBC Today Show	7-9am		:30			NM	3	\$780.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				3	\$260.00			
70	WSFA	12/04/17	12/08/17	Today in Alabama 530a	528am-6am		:30			NM	3	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				3	\$250.00			
71	WSFA	12/11/17	12/12/17	NBC Today 2	9-10am		:30			NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	MT-----				1	\$250.00			
72	WSFA	12/11/17	12/12/17	NBC Today with Kathie Lee	10-11am		:30			NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	MT-----				1	\$250.00			
73	WSFA	12/11/17	12/12/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	1	\$75.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	MT-----				1	\$75.00			
74	WSFA	12/11/17	12/12/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	1	\$75.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	MT-----				1	\$75.00			

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1858711 /	08870837

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11/30/17 - 12/12/17	HIGHWAY 31	6109

Advertiser	Original Date / Revision
ISS/Highway 31	12/04/17 / 12/04/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
75	WSFA	12/11/17	12/12/17	WSFA 12 News at Noon	12-1230pm		:30			NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	MT-----				1	\$250.00			
76	WSFA	12/11/17	12/11/17	WSFA 12 News at Five	5-530pm		:30			NM	1	\$425.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	1-----				1	\$425.00			
77	WSFA	12/11/17	12/11/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	1-----				1	\$800.00			
78	WSFA	12/11/17	12/11/17	ENTERTAINMENT TONIGHT	630-7p		:30			NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	1-----				1	\$350.00			
79	WSFA	12/11/17	12/11/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	1-----				1	\$500.00			
80	WSFA	12/11/17	12/12/17	Today in Alabama 5am	5-530a		:30			NM	1	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	MT-----				1	\$200.00			
81	WSFA	12/11/17	12/11/17	Tonight Show	1035-1137pm		:30			NM	1	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	1-----				1	\$200.00			
82	WSFA	12/11/17	12/11/17	Late Night w/ Seth Meyers	1137p-1237x		:30			NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	1-----				1	\$50.00			
83	WSFA	12/11/17	12/12/17	Today In Alabama	6a-7a		:30			NM	2	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	MT-----				2	\$350.00			
84	WSFA	12/11/17	12/12/17	NBC Today Show	7-9am		:30			NM	2	\$520.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	MT-----				2	\$260.00			
85	WSFA	11/30/17	12/03/17	HARRY	2-3p		:30			NM	2	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				2	\$75.00			
86	WSFA	12/04/17	12/08/17	NET Early Today ON	4-430x		:30			NM	2	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWT---				2	\$15.00			
87	WSFA	12/11/17	12/12/17	NET Early Today ON	4-430x		:30			NM	2	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	MT-----				2	\$15.00			
88	WSFA	12/07/17	12/07/17	NET NFL Thursday Game	720-1030p		:30			NM	1	\$2,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	---T---				1	\$2,500.00			
N 89	WSFA	12/07/17	12/07/17	NFL Kickoff	Thu 630-730p		:30			NM	1	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	---T---				1	\$400.00			
N 90	WSFA	12/06/17	12/06/17	Wednesday Hour 2	8-9pm		:30			NM	1	\$600.00

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WSFA
12 East Delano Ave.
Montgomery, AL 36105
(334) 288-1212

www.wsfa.com

Contract / Revision	Alt Order #
1858711 /	08870837

Contract Dates	Product	Estimate #
11/30/17 - 12/12/17	HIGHWAY 31	6109

Advertiser	Original Date / Revision
ISS/Highway 31	12/04/17 / 12/04/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	--W----				2	\$600.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	2	WSFA	12/04/17-12/10/17	Wednesday Hour 2	8-9pm	---W-----	:30		\$600.00	NM		
Credited												
N 91	WSFA	12/09/17	12/09/17	Saturday Hour 3	9-10PM		:30			NM	1	\$225.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	-----S-				2	\$225.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	12/04/17-12/10/17	Saturday Hour 3	9-10PM	-----Sa--	:30		\$225.00	NM		
Credited												
92	WSFA	12/04/17	12/10/17	Today In Alabama	6a-7a		:30			NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				1	\$350.00			
93	WSFA	11/30/17	11/30/17	NET NFL Thursday Pre-Gam	630-730p		:30			NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---T---				1	\$500.00			
94	WSFA	12/04/17	12/10/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	2	\$1,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	---TF--				2	\$800.00			
95	WSFA	12/02/17	12/02/17	Saturday Hour 3	9-10PM		:30			NM	1	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----S-				1	\$300.00			
96	WSFA	12/04/17	12/04/17	Monday Hour 3	9-10pm		:30			NM	1	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	M-----				1	\$600.00			
97	WSFA	12/03/17	12/03/17	NFL Football	Sun720p-1030p		:30			NM	1	\$1,125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----S				1	\$1,125.00			
98	WSFA	12/04/17	12/04/17	the voice	7-9pm		:30			NM	1	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	M-----				1	\$1,500.00			
99	WSFA	12/05/17	12/05/17	The Voice	658-8pm		:30			NM	1	\$1,350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	-T-----				1	\$1,350.00			
100	WSFA	12/01/17	12/01/17	dateline nbc	8-10pm		:30			NM	1	\$515.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	----F--				1	\$515.00			
101	WSFA	12/01/17	12/01/17	dateline nbc	8-10pm		:30			NM	1	\$510.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	----F--				1	\$510.00			
N 102	WSFA	12/05/17	12/10/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	-TWTF--				1	\$800.00			
N 103	WSFA	12/09/17	12/09/17	ET WEEKEND	1203-103x		:30			NM	1	\$25.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	-----S-				1	\$25.00			

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12 East Delano Ave.
Montgomery, AL 36105
(334) 288-1212

www.wsfa.com

Contract / Revision	Alt Order #
1858711 /	08870837

Contract Dates	Product	Estimate #
11/30/17 - 12/12/17	HIGHWAY 31	6109

Advertiser	Original Date / Revision
ISS/Highway 31	12/04/17 / 12/04/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Totals											186	\$65,475.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
11/27/17 - 12/12/17	186	\$65,475.00	(\$9,821.25)	\$55,653.75
Totals	186	\$65,475.00	(\$9,821.25)	\$55,653.75

Signature: _____ **Date:** _____

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REP HEADLINE# 8870837 TRF# 1858711 REP: TEL# 703-528-9387 FAX# 703-516-9680
\$\$\$ MOD# 2: APPROVED REV #0 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM STATION DEC4/17 10.34
*** CHANGES *** ** WSFA-TV ***

ADV # _____ ADV. NAME ISS/HIGHWAY 31 REP.# _____ OFF.# _____ SALESMAN # _____
AGY # _____ AGY. NAME WATERFRONT STRATEGIES BUYER NAME JESSE DEMASTRIE
3050 K STREET NW - SUITE 100 SALES PRSN WA- RYAN EDDINS (H)
WASHINGTON, DC 20007

ORDER # _____ CONTRACT # 8870837 CLASS: NATL. LOCAL REGIONAL
PRDCT HIGHWAY 31 EST#6109 COMMENTS: (LINE, ORDER, INVOICE)
FLIGHT DATES NOV30/17 DEC12/17 WK-2

CITY TAX _____ STATE TAX _____ CO-OP BILLING NEEDED _____ DATE DEC4/17 10.34

STA: ***** THIS IS A CASH IN ADVANCE SCHEDULE *****
CON CM HIGHWAY 31, NO SPTS TO AIR ON 12/12 PAST 6P
IO BUYS TO PRINT
STATION MAKEGOOD OFFERS:
M4 UNRESL BUY#89 MISSED:WED/800P-900P DEC6 30S \$600.00 (DEC4/17)
BUY#90 SAT/900P-1000P DEC9 30S \$225.00
OFFER:TU-F/600P-630P DEC5 30S \$800.00 PLS ADVISE.
& SAT/1200M-100A DEC9 30S \$25.00
CMT:NA DUE TO 3 SPOTS ORDERED FOR EACH PROGRAM AND ONLY 2 BREAKS IN EACH
CMT:PROGRAM. PLEASE CONFIRM. THANKS, DENICE

DEC/17 65475.00 CONTRACT TOTAL 65475.00
TOTAL SPOTS 186

MARKET TOTALS \$159,939 WSFA 41% WNCF 15% WAKA 43% WCOV 0% CABL 0% WBMM 1% WIYC 0%
ESFA 0% EAKA 0%

ACCURATE SHARES
VC- NSI
EMOS- RA35+*

REP: TEL# 703-528-9387 FAX# 703-516-9680
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM REP DEC4/17 11.54
\$\$\$ MOD# 2: UNAPPROVED REV #1 \$\$\$ **CHANGES** *** WSFA-TV ***

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
102	A		1200M-100A	30		\$25.00	12/9	12/9	1		SAT	1
PROGRAM : ET WEEK-END												
ORD COM1: NA DUE TO 3 SPOTS ORDERED FOR EACH PROGRAM AND ONLY 2 BREAKS IN EACH												
ORD COM2: PROGRAM. PLEASE CONFIRM. THANKS, DENICE												
PART OF A MAKEGOOD MADE UP OF LINES 101-102												
90	S		900P-1000P	30		\$225.00	12/9	12/9	1		SAT	1
PROGRAM : SNL PRIME												
CON COM1: SNL PRIME												
TATION MAKEGOOD OFFERS:												
M4	OK'D		BUY#89				DEC6		30S	\$600.00	(DEC4/17)	
			BUY#90				DEC9		30S	\$225.00		
							DEC5		30S	\$800.00	PLS ADVISE.	
							DEC9		30S	\$25.00		
CMT:NA DUE TO 3 SPOTS ORDERED FOR EACH PROGRAM AND ONLY 2 BREAKS IN EACH												
CMT:PROGRAM. PLEASE CONFIRM. THANKS, DENICE												
EC/17			65475.00							CONTRACT TOTAL	65475.00	
										TOTAL SPOTS	186	

ARKET TOTALS \$159,939 WSFA 41% WNCB 15% WAKA 43% WCOV 0% CABL 0% WBMM 1% WIYC 0%
ESFA 0% EAKA 0%

CCURATE SHARES

VC- NSI
EMOS- RA35+*

OD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME

-CLASS,PLAN,SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS *-MULTIPLE

REP: TEL# 703-528-9387 FAX# 703-516-9680
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM STATION DEC4/17 12.04
\$\$\$ MOD# 2: APPROVED REV #1 \$\$\$ *** WSFA-TV ***

EP HEADLINE# 8870837 TRF# 1858711
ADV # ADV. NAME ISS/HIGHWAY 31 REP.# OFF.# SALESMAN #
AGY # AGY. NAME WATERFRONT STRATEGIES BUYER NAME JESSE DEMASTRIE
3050 K STREET NW - SUITE 100 SALES PRSN WA- RYAN EDDINS (H)
WASHINGTON, DC 20007

ORDER # CONTRACT # 8870837 CLASS: NATL. LOCAL REGIONAL
PRDCT HIGHWAY 31 EST#6109 COMMENTS: (LINE, ORDER, INVOICE)
FLIGHT DATES NOV30/17 DEC12/17 WK-2
CITY TAX STATE TAX CO-OP BILLING NEEDED DATE DEC4/17 12.04

EP: REVISED ORDER
M4 OKD AS LINES 101-102
TTL SAME, \$65,475
PLS CONFIRM
THANKS JASMINE FOR RYAN

TA:

ON CM ***** THIS IS A CASH IN ADVANCE SCHEDULE *****
HIGHWAY 31, NO SPTS TO AIR ON 12/12 PAST 6P
NOTICE: CHANGES OF THIS ORDER HAVE BEEN APPROVED. CONTRACT SCHEDULED FOR GENERATION
TATION MAKEGOOD OFFERS:
M4 OK'D BUY#89 MISSED:WED/800P-900P DEC6 30S \$600.00 (DEC4/17)
BUY#90 SAT/900P-1000P DEC9 30S \$225.00
OFFER:TU-F/600P-630P DEC5 30S \$800.00 PLS ADVISE.
& SAT/1200M-100A DEC9 30S \$25.00
CMT:NA DUE TO 3 SPOTS ORDERED FOR EACH PROGRAM AND ONLY 2 BREAKS IN EACH
CMT:PROGRAM. PLEASE CONFIRM. THANKS, DENICE

CONTRACT TOTAL 65475.00
TOTAL SPOTS 186